

Dear FCC Commissioners & Staff:

My name is Lisa Machesky and I am the President of Bee Sky Consulting, Inc. in Birmingham, MI. We began business in 1996 and presently have over 2,000 individuals using our Network. We target small businesses and provide them with internet and network services that they can afford and can understand.

We offer many services that our local phone company, Ameritech, does not. We provide personalized comprehensive computer support for our clients. They turn to us when they have problems because they need a correct answer fast. We also provide hosting and dial-up services for many non-profits in the area.

We currently use digital PRI's (Primary Rate ISDN) that we get from a CLEC. Ameritech cannot provide the services at an affordable rate that this CLEC can.

Unfortunately, I can't say the same about DSL. The CLEC we work with has chosen not to enter the DSL business, and the expansion of some of the 'Data CLECs' has stopped. If we want to offer Internet access over DSL to our customers, we must do it through Ameritech, and the prices Ameritech has offered us make it impossible for us to compete. At one time we were very interested in entering the DSL market. We got quotes from Ameritech and even considered becoming a CLEC. It however, did not make economic sense. We are expected to pay \$40 per month for the data line to reach the customer, and turn around and compete with Ameritech, which is offering reconfigured phone lines, internet access and free \$200 modems, for \$50 per month.

There is no way we can offer this product without losing money, and so we have stayed out of the DSL market. Unfortunately this also means that we are losing customers, either to Ameritech for DSL or to the cable company, since more and more of our customers are demanding faster access and if we can't provide it, they'll go to someone who will. If that trend continues, Bee Sky Consulting will not be around much longer. Our customers like our service that just want a faster line. Most are sad to go.

I do not have the resources to fight the tariff that Ameritech has filed that allows it to get away with charging ISPs a wholesale rate of \$40 for access to the network. I believe the true cost is probably a great deal less than that. However, I also do not believe that the answer to this problem is simply to allow Ameritech to stop selling access to the network at all, or to take away the requirements that are supposed to be preventing Ameritech from discriminating.

The answer is for the FCC to make a good faith effort to uncover the discrimination (whether it is in pricing or provisioning) and put an end to it. Until the FCC has demonstrated that it is willing to do this for ISPs, any talk about lifting the rules for monopolies like Ameritech is premature.

I hope that you will take my comments seriously - I am sending a copy of this letter to my Congressman as well.

Thank you

Lisa Machesky.

Sincerely,

Lisa K Machesky

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